

# Ocean Rig UDW Inc.

2<sup>nd</sup> Quarter Ended June 30, 2013 Earnings Presentation

#### NASDAQ: "ORIG" August 8<sup>th</sup>, 2013

OCEAN RIG

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### **Forward Looking Statements**

Matters discussed in this presentation may constitute forward-looking statements. Forward-looking statements reflect the Company's current views with respect to future events and financial performance and may include statements concerning plans, objectives, goals, strategies, future events or performance, and underlying assumptions and other statements, which are not statements of historical facts.

The forward-looking statements in this presentation are based upon various assumptions, many of which are based, in turn, upon further assumptions, including without limitation, management's examination of historical operating trends, data contained in our records and other data available from third parties, which have not been independently verified by the Company. Although Ocean Rig UDW Inc. believes that these assumptions were reasonable when made, because these assumptions are inherently subject to significant uncertainties and contingencies which are difficult or impossible to predict and are beyond our control, Ocean Rig UDW Inc. cannot assure you that it will achieve or accomplish these expectations, beliefs or projections. Important factors that, in the Company's view, could cause actual results to differ materially from those discussed in the forward-looking statements include the strength of world economies and currencies, general market conditions, including changes in charter hire rates and vessel values, changes in demand that may affect attitudes of time charterers to scheduled and unscheduled drydocking, changes in Ocean Rig UDW Inc's operating expenses, including bunker prices, dry-docking and insurance costs, or actions taken by regulatory authorities, potential liability from pending or future litigation, domestic and international political conditions, potential disruption of shipping routes due to accidents and political events or acts by terrorists.

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#### Q2 2013 financial results

Net Revenue from drilling contracts: \$259.8 million

Adjusted EBITDA: \$115 .8 million

Net Income: \$38.8 million or \$0.29 per share





- Signed 5-well contract with Total for OCR Skyros (Q4 2013 to Q4 2014)
- Received Letter of Award ("LOA") for OCR Skyros for 6 years (Q4 2014 through Q4 2020)
- Signed 3 year contract with Total for OCR Apollo (Q1 2015 through Q1 2018)
- Refinanced existing bank/ECA facilities with new \$1.9 billion senior secured Term Loan
- > Achieved 96% average fleet wide operating performance for the second quarter
- > Focus on containing operating expenses and sustaining high operating efficiency



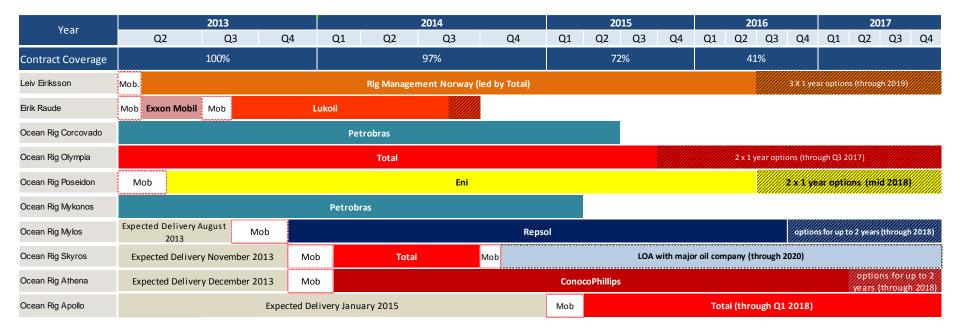


# **Financial Highlights**



### Solid multi-year fleet employment profile

- > Average contract<sup>1</sup> remaining fixed period of 2.9 years, 4.4 years with options
- > 100%, 97%, 72%, 41% calendar days under contract<sup>2</sup> in 2013, 2014, 2015, and 2016 respectively
- \$6.0 billion backlog<sup>2</sup> up from \$1.6 billion in early 2012



1) Average contract length excludes Eirik Raude and Ocean Rig Skyros short term contracts

2) Including LOA for the Ocean Rig Skyros





#### Q2 2013- Revenue analysis

- > During the quarter, we had 546 calendar days and 91 days spent on mobilization
- > Resulting in 455 available drilling days, of which 437 were revenue earning days i.e. 96% operating efficiency<sup>(1)</sup>

Drilling Unit	Mobilization Days	Available Drilling Days	Off-hire Days	Revenue Earning Days	Operating Efficiency <sup>(1)</sup>	Amortization of Deferred Revenues
		(a)	(b)	(a-b)	(c)	(\$ mln)
Leiv Eiriksson	15	76	2	74	98%	6.5
Eirik Raude	20	71	1	69	98%	19.8
OCR Corcovado	0	91	11	80	88%	3.7
OCR Olympia	0	91	0	91	100%	0.8
OCR Poseidon	56	35	0	35 100%		0.5
OCR Mykonos	0	91	3	88	96%	3.8
Total	91	455	18	437	96%	35.1

Notes:

(1) Contract Operating Efficiency defined as Revenue Earning Days over Available Drilling Days <u>Any differences due to rounding</u>



#### Q2 2013- OPEX analysis

Drilling Unit	Q2 2013 Direc Rig C			Q2 2013 Amortization of
	(in USD million) (\$ per day)			Deferred Opex (in USD million)
Leiv Eiriksson	16.2	212,000		3.9
Eirik Raude	16.8	236,500		4.5
OCR Corcovado	18.1	198,800		3.4
OCR Olympia	18.6	204,400		0.3
OCR Poseidon	7.7	218,700	- 1	0.4
OCR Mykonos	17.4	191,200		4.9
Total	94.7			17.3

	Q2 2013						
	Available Drilling Days	Direct & Onshore Rig Opex <sup>1</sup> <i>(\$ per day)</i>					
OCR Fleet	455	208,100					

Opex analysis excludes Maintenance capex treated as Opex for accounting purposes (total \$5.0 million in Q2 2013) OCR Olympia and OCR Poseidon reflect even allocation of onshore Angola opex

Any differences due to rounding



Notes:

#### **Income Statement**

(Expressed in Millions of U.S. Dollars except for share and per share data)

	Q2 2013
<b>REVENUES:</b>	
Drilling revenues	224.7
Amortization of deferred revenue	35.1
Total Revenues from drilling contracts	259.8
EXPENSES:	
Direct & onshore rig operating expenses	94.7
Maintenance expenses	5.0
Amortization of deferred operating expenses	17.3
Total drilling rig operating expenses	117.0
Depreciation and amortization	55.6
General and administrative expenses and other	23.5
Legal settlement cost	6.0
Operating income/(loss)	57.8
<b>OTHER INCOME/(EXPENSES):</b>	
Net interest and finance costs	-30.4
Gain/(loss) on interest rate swaps	19.3
Other, net	2.5
Income taxes	-10.4
Total other expenses	-19.0
Net income/ (loss)	38.8
Earnings/ (loss) per common share, basic and diluted	\$0.29
Weighted average number of shares, basic and diluted	131,711,928

Any differences due to rounding



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### Healthy liquidity & capital structure

	Pro forma <sup>(1)</sup>
(in \$ million)	30-Jun-13
Total cash	665.4
Secured bank debt	0.0
Term loans <sup>(2)</sup>	1,900.0
6.50% senior secured notes due 2017 <sup>(2)</sup>	800.0
9.50% senior unsecured notes due 2016 <sup>(2)</sup>	500.0
Total debt <sup>(2)</sup>	3,200.0
Net debt	2,534.6

	Ownership on August 1 <sup>st</sup> , 20	13
	Shares Outstanding	131.7 million
4	Free float shares	53.4 million
C	% of free float shares	40.6 %
C	% ownership DRYS	59.4 %
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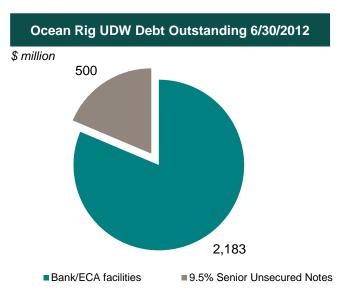
Equity market capitalization: \$ 2,305 mil Current Enterprise Value <sup>(1)</sup>: \$3,878 mil Fully Delivered Enterprise Value<sup>(1)</sup>: \$6,681 mil

(1) Pro Forma for the refinancing of the Nordea and Deutsche Bank facilities with \$1.9 billion Term Loans (2) Gross of financing fees

Assumes \$17.50 share price

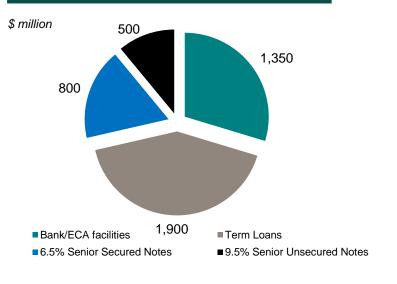
# Shift to corporate from project debt

- Reduced predominance of amortizing Bank/ECA facilities
- > Extended maturities with no significant maturities until Q2 2016
- Improved Ocean Rig liquidity through more sensible debt amortization
- Relaxed dividend restrictions



Term Loan B-1 Term Loan B-2 Amount \$1,075 mil \$825 mil Interest Rate Margin<sup>(2)</sup> 5.00% 4.50% Libor Floor 1.00% 1.00% Annual Amortization (3) \$10.75 mil \$8.25 mil Maturity Q1 2021 Q3 2016

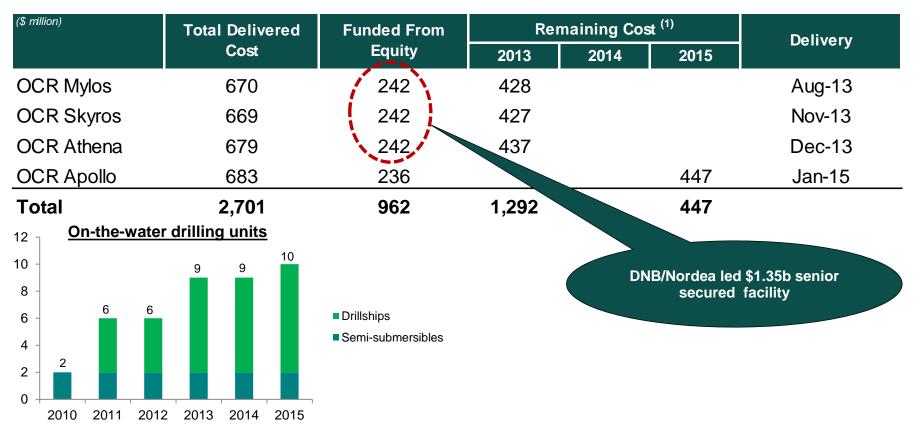
#### PF<sup>(1)</sup> Ocean Rig UDW Debt Outstanding 6/30/2013



- (1) Pro forma for Nordea and Deutsche Bank facilities refinancing and \$1,350 newbuild facility
- (2) Assumes Eurodollar Rate Loan
- (3) Term loans amortize in equal quarterly installments

# Low newbuilding capex

- > All equity -over \$727 million- for 2013 newbuilds already invested
- Modest capital expenditures associated with 2015 newbuilding



(1) Represents construction payments and construction related expenses (excluding financing costs) as of July 31<sup>st</sup> 2013

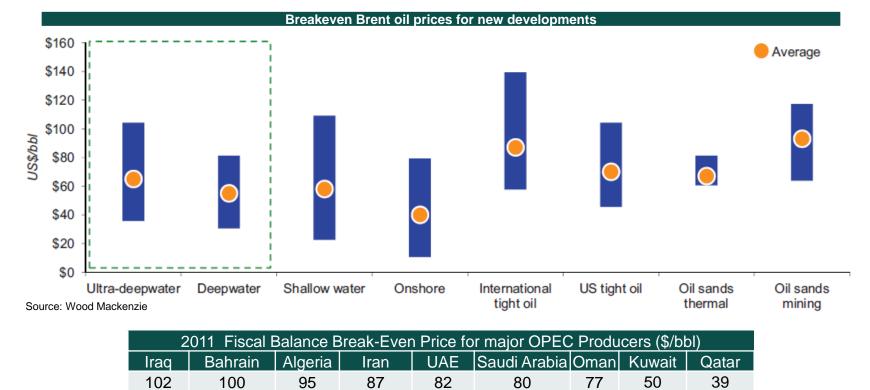
# Industry Overview



# UDW oil project breakeven keeps falling

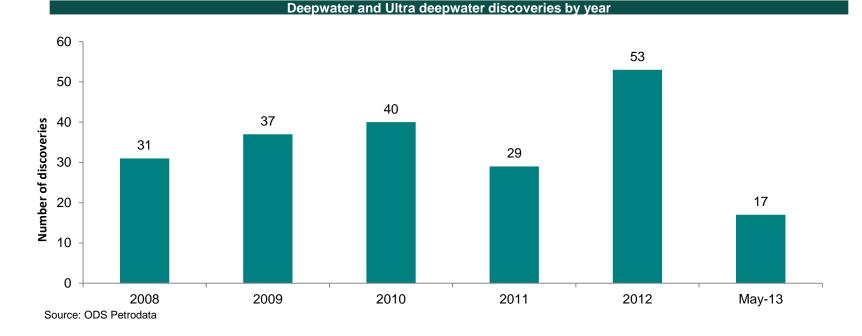
Frechnological advances have reduced the cost of deepwater well development

Offshore projects are competitive with onshore projects



### Exploration drilling remains strong, Development to follow

- Discoveries on pace for another significant year
- > Development drilling, with longer contract durations, to follow



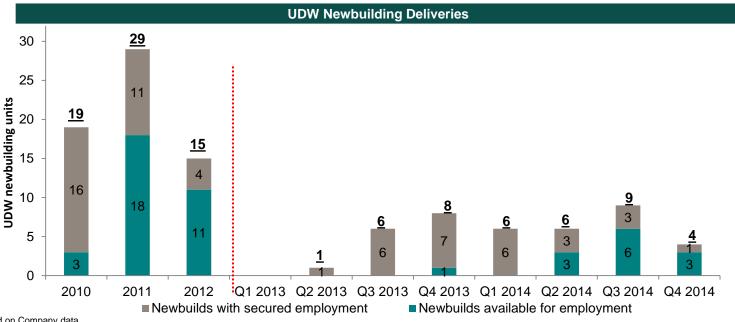
<u>Notes</u>

Includes discoveries in 4,000 feet water depth or greater as of May 2013



## Supply constraints

- Supply of UDW newbuilding units available for employment peaking in Q3 2014
- Yard availability non-existent until Q4 2015
- UDW market currently consists of 128 actively marketed units
- UDW utilization approximately 100% utilization since 2005



#### Notes

Yard availability based on Company data

UDW newbuildings available for employment based on Company data, ODS Petrodata and Wall Street Research , data as of July 2013 UDW newbuildings available for employment data for 2010, 2011, 2012 based on units available at the beginning of respective year



# **Closing Remarks**



# **Closing remarks**

Pure-play ultra-deepwater driller with premium assets	<ul> <li>One of the few companies worldwide with 100% UDW capable fleet</li> <li>Sixth largest UDW company globally with a fleet of 10 drillships/rigs</li> <li>Focus on UDW key areas – West Africa &amp; South America</li> <li>Latest generation assets with an average age of 3 years</li> </ul>
Experienced management team	<ul> <li>Management team with an average of 22 years of experience</li> <li>Corporate culture focused on safety, performance excellence and financial discipline</li> <li>Drilled more than 160 wells for 31 clients over the last 10+ years</li> <li>1,544 employees of which 330 in onshore functions</li> </ul>
Healthy debt profile	<ul> <li>Shift to corporate from project debt</li> <li>No cross-default clauses with DryShips Inc.</li> <li>Secured Bank/ECA loan to fully fund the three 2013 newbuild drillships</li> <li>Strong relationships with commercial lenders and national export agencies</li> <li>Proven access to Term Loan and High Yield markets</li> </ul>
Strong cashflow visibility and significant earnings potential	<ul> <li>Nine units employed to investment grade counter-parties</li> <li>Revenue backlog of \$6.0 billion</li> <li>Excess liquidity from reduced debt amortizations following the refinancing</li> </ul>
Favorable market fundamentals	<ul> <li>UDW is the key growth market in the drilling space</li> <li>Technological advances reducing UDW well development cost</li> <li>UDW exportation drilling remains strong and demand for development drilling to follow</li> <li>Supply of new UDW units limited by yard capacity</li> </ul>

#### OCEAN RIG UDW INC.

# Appendix



### Premium standardized assets drive efficiencies

Harsh environment UDW semis	Sister drillships provide benefits from standardization									
5 <sup>th</sup> generation semisubmersibles	Four 6 <sup>th</sup> generation drillships Four 7 <sup>th</sup> generation NB drillships									
Leiv Eiriksson Eirik Raude	Ocean Rig CorcovadoOcean Rig OlympiaOcean Rig PoseidonOcean Rig MykonosOcean Rig Mylos Aug. 2013Ocean Rig Skyros Nov. 2013Ocean Rig Athena Dec. 2013Ocean Rig Apollo Jan. 2015									
Built at Dalian/Friedman Goldman Irving	Built at Samsung Heavy Industries									
	Sister drillships with common equipment, spare parts and training standards									
Up to 10,000 ft. water depth capacity	Up to 10,000-12,000 ft. water depth capability									
Up to 30,000 ft. drilling depth capacity	Up to 40,000 ft. drilling depth capability with 6 and 7 ram BOPs									
Two of only 15 drilling units worldwide equipped to operate in	Dual derricks for increased drilling activity / efficiency									
both ultra-deepwater and harsh environment	Accommodations for up to 215 people on board									
Winterized for operations in extreme climates, ideal for development drilling										
	OCEAN RIG UDW INC.									

# Strong contract backlog provides cash flow visibility

Unit	Year built	Redelivery	Counterparties	Counterparty's parent credit rating	Operating area	Backlog <sup>(2)</sup> (\$mm)
Leiv Eiriksson	2001	Q2 – 16	Rig Management Norway (1)	-	Norway	\$542
Eirik Raude	2002	Q3 – 13	Exxon Mobil	Aaa / AAA	Ireland	\$14
Eirik Raude	2002	Q3 – 14	Lukoil	Baa2 / BBB	Sierra Leone, Ivory Coast	\$217
Ocean Rig Corcovado	2011	Q2 – 15	Petrobras	A3 / BBB	Brazil	\$292
Ocean Rig Olympia	2011	Q3 – 15	Total	Aa1 / AA-	Gabon, Angola	\$432
Ocean Rig Poseidon	2011	Q2 – 16	Eni	A3 / A	Angola	\$721
Ocean Rig Mykonos	2011	Q1 – 15	Petrobras	A3 / BBB	Brazil	\$265
Ocean Rig Mylos	2013	Q3 – 16	Repsol	Baa3/BBB-	Brazil	\$662
Ocean Rig Skyros	2013	Q4 – 14	Total	Aa1 / AA-	Angola	\$187
Ocean Rig Athena	2013	Q1 – 17	ConocoPhillips	A1 / A	Angola	\$752
Ocean Rig Apollo	2015	Q1 – 18	Total	Aa1 / AA-	Congo	\$677
Total						\$4.8 billion
Ocean Rig Skyros	2013	Q4 – 20	LOA with major oil company	N/A	West Africa	\$1,266
Total with LOAs						\$6.0 billion

(1) Rig Management Consortium led by Total and Maersk Drilling

(2) As of July 31, 2013



### 2013 Net drilling revenue indicative calculator

- > To calculate FY2013 Revenues from drilling contracts add to the 2H net drilling revenue calculated below:
  - > approximately \$55.8 million in remaining amortization of deferred revenues
  - Revenues from drilling contracts of \$ 506.3 million in 1H 2013

Drilling Unit	Mobilization Days		Available Drilling Days <sup>(a)</sup>	2H 2013 Drilling Day Rate	Earnings Efficiency Guidance	Gross Revenue (a) x (b) x (c) = (d)	Local Agent Fees & Commisions	Net Drilling Revenue (d) * (100%-e)	
	Q3 2013	Q4 2013	2H 2013	2H 2013	(b)	(c)	2H 2013	(e )	2H 2013
Leiv Eiriksson			0	184	\$550,000	92.50%	?	3.00%	?
Eirik Raude <sup>(1)</sup>	25		25	159	\$578,875 blended rate	92.50%	?	3.00%	?
OCR Corcovado (2)		30	30	154	\$443,434	92.50%	?	3.00%	?
OCR Olympia			0	184	\$584,450	92.50%	?	3.00%	?
OCR Poseidon			0	184	\$670,000	92.50%	?	3.00%	?
OCR Mykonos (2)		30	30	154	\$438,614	92.50%	?	3.00%	?
OCR Mylos (2)	30	30	60	62	\$595,262	92.50%	?	3.00%	?
OCR Skyros		31	31	0	\$575,000	92.50%	?	3.00%	?
OCR Athena			0	0	\$633,500	92.50%	?	3.00%	?
Total	55	121	176	1,081			?		?

\*Our projections for mobilization days and earnings efficiency will differ from actual mobilization days and actual earnings efficiency respectively.

1. Eirik Raude blended drilling day rate, reflects rates under different contracts

2. Mykonos, Corcovado and Mylos contract dayrate based on exchange rate of BRL/Usd 0.4396 (7/31/2013). Any differences due to rounding

#### Data as of July 31, 2013



#### Fleet status report

											Date:	July 31, 2013				
OCEAN RIG	Year Built /	,		Estimated	Estimated	Est	imated M	obilizatior	n Days	Schedule Da	d Off-Hire ays		Estimate	ed Availa	able Drilli	i <b>ng Days</b>
	Expected			Commencement	Completion		2013		2014	20	)13	Footnote		2013		2014
UDW Unit Name	Delivery	Location	Customer	Date	Date	Q2A	Q3	Q4	Q1	Q2A	Q3	References	Q2A	Q3	Q4	Q1
Eirik Raude	2002	Ireland West Africa	ExxonMobil Lukoil	Mar-13 Q3 2013	Q3 2013 Q3 2014	20	25			1	0	1 2	71	67	92	90
Leiv Eiriksson	2001	Norway	Rig Management	Q2 2013	Q2 2016	15				2	0	3	76	92	92	90
Ocean Rig Corcovado	2011	Brazil	Petrobras	May-12	Q2 2015			30		11	2	4	91	92	62	90
Ocean Rig Olympia	2011	Gabon, Angola	Total	Jul-12	Q3 2015					0	0		91	92	92	90
Ocean Rig Poseidon	2011	Angola	ENI	Q2 2013	Q2 2016	56				0	0	5	35	92	92	90
Ocean Rig Mykonos	2011	Brazil	Petrobras	Mar-12	Q1 2015			30		3	2	6	91	92	62	90
Ocean Rig Mylos	2013	Under construction Brazil	NA Repsol Sinopec	NA Aug-13	Aug-13 Q3 2016		30	30				7		0	62	90
Ocean Rig Skyros	2013	Under construction Angola	NA Total	NA Nov-13	Nov-13 Q4 2014			31	29			8			0	61
Ocean Rig Athena	2013	Under construction Angola	NA ConocoPhillips	NA Dec-13	Dec-13 Q1 2017				60			9			0	30
Ocean Rig Apollo	2015	Under construction Congo	NA Total	NA Jan-15	Jan-15 Q1 2018											
Total Days						91	55	121	89	18	4		455	527	554	721

#### <u>Footnotes</u>

1 Total of 20 days in Q2 for mobilization, acceptance testing to Ireland and waiting for contract commencement

2 Estimated 25 days for mobilization and acceptance testing from Ireland to Sierra Leone

- 3 Total of 15 days in Q2 for mobilization & upgrades
- 4 Estimated 30 days for yard stay in Brazil for Petrobras contract related upgrades
- 5 Estimated 56 for mobilization and acceptance testing prior to commencement of new contract
- 6 Estimated 30 days for yard stay in Brazil for Petrobras contract related upgrades
- 7 Estimated 60 days for mobilization from Korea to drilling location and acceptance testing of which 30 in Q3 and 30 in Q4 2013
- 8 Estimated 60 days for mobilization from Korea to drilling location and acceptance testing of which 31 in Q4 2013 and 29 in Q1 2014
- 9 Estimated 60 days for mobilization from Korea to drilling location and acceptance testing of which 60 in Q1 2014

#### **Definitions**

Mobilization Days: Includes estimated days for contract related to drilling unit mobilization/demobilization, acceptance testing, time between contracts and estimated days for contract related rig upgrades prior to contract commencement.

Off-Hire Days: Estimated unpaid operational days. Off-hire days estimate includes <u>planned</u> days for class survey dry-docks, <u>planned</u> days related to maintenance/repair work, days waiting to secure employment etc. During Off-Hire days operating expenses are expensed in the period incurred.

Available Drilling Days: Calendar Days less estimated Mobilization days less estimated Off-Hire days; Available days do not include any utilization assumptions

#### Notes

Fleet Status Report located on the Ocean Rig website (www.ocean-rig.com) in the Investor Relations section.

#### Projected deferred revenue & expense amortization

As of June 30, 2013

(USD million)	<u>Q1A 2013</u>	<u>Q2A 2013</u>	<u>Q3E 2013</u>	<u>Q4E 2013</u>	<u>FY 2013</u>	<u>Q1E 2014</u>	<u>Q2E 2014</u>	<u>Q3E 2014</u>	<u>Q4E 2014</u>	<u>FY 2014</u>
Amortization of deferred revenues	34.5	35.1	32.0	22.8	124.3	30.7	36.1	34.5	28.0	129.3
Amortization of deferred expenses	17.1	17.2	17.6	16.3	68.3	19.3	21.4	20.5	17.9	79.1

#### Includes current accounting schedule and projected additions from future mobilizations

#### **Definitions**

**Deferred Revenues** include lump sum fees received related to mobilization, capital expenditures reimbursable for contract related rig upgrades etc. These revenues are capitalized and amortized through the duration of the contract.

**Deferred Expenses** include costs (recurring operating expenses, tug boats & helicopter rentals etc.) incurred during mobilization, capital expenditures for contract related rig upgrades etc. These costs are capitalized and amortized through the duration of the contract.

Mobilization revenue based on current estimates; actual revenue and actual expenses will differ from projections. Our projections for mobilization days will differ from actual mobilization days Mobilization expenses based on estimated mobilization days indicatively multiplied by \$200,000/day estimated operating expenses Differences due to rounding,



#### **Balance Sheet**

(Expressed in Thousands of U.S. Dollars)	December 31, 2012		 June 30, 2013
ASSETS Cash and restricted cash (current and non-current) Other current assets Advances for drillships under construction Drilling rigs, drillships, machinery and equipment, net Other non-current assets Total assets	\$	510,061 242,447 992,825 4,399,462 80,319 6,225,114	\$ 338,385 312,309 1,076,644 4,376,447 129,055 6,232,840
<b>LIABILITIES AND STOCKHOLDERS' EQUITY</b> Total debt Total other liabilities Total stockholders' equity <b>Total liabilities and stockholders' equity</b>	\$	2,853,410 463,189 2,908,515 6,225,114	\$ 2.771,366 503,044 2,958,430 6,232,840

